

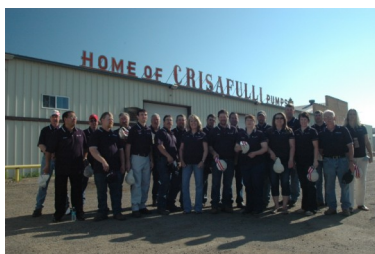
# Montana Department of Commerce Business Resources Division Newsletter

Montana Department  
of Commerce  
301 S. Park Ave.  
Helena, MT 59601

Fall 2010

The Montana Department of Commerce has created this quarterly newsletter to update you on the status of our business resources business financing programs and other program news. Contact information for each program is provided. Feel free to contact any Business Resources staff when you have questions about our programs, or to discuss potential applications.

## Commerce Helps Make It Happen



### SRS Crisafulli: Montana Made – Internationally Known By Marissa Kozel, Communications Director, Montana Department of Commerce

Glendive's SRS Crisafulli, Inc. is a company deeply rooted in eastern Montana, but with its finger on the pulse of international business.

"The opening day of the paddlefish season is almost a company **holiday** – almost," said Laura M. Fleming, President and CFO. "We are entrepreneurial and high spirited. We like to make things happen. We may be in a remote location, but because we travel, we are engaged in what's happening all over the world."

SRS Crisafulli has manufactured agricultural and industrial pumps, dredges and power units in its Glendive factory since 1966. The company's focus on tapping into international markets has garnered sales in Australia, Canada, Laos, New Zealand, Venezuela and France. It has also earned SRS Crisafulli two Governor's Excellence in Exporting Awards from the Montana District Export Council – the most recent presented by Governor Brian Schweitzer in 2008.

In 2009, SRS Crisafulli generated 96 % of its revenue from out-of-state customers. Approximately 20 % of these sales were international.

Over its 44 year history, the company has brought more than \$100 million into Glendive and Dawson County. Its annual payroll is over \$1 million. Every year, the company purchases about \$263,000 of goods and services from vendors in Dawson County.

"The big deal is that we are making something and we are exporting it," said Fleming. "We are bringing new money into Montana."

Glendive Mayor Jim Jimison agrees SRS Crisafulli is a big deal.

He says the company's forward-thinking approach to business is a major boon for the community.

"They know it's a global market and they are competing in that market. This speaks well for them, the city of Glendive, Dawson County and the state of Montana," said Jimison. "They are innovative and looking toward the future."

Born in 1966 as family-owned Crisafulli Pumps, the company's original pump was designed for flood irrigation along the Yellowstone River. In 1982, the founding family sold the business to Fleming's family and it became SRS (Sludge Removal System) Crisafulli.

SRS Crisafulli has since expanded significantly and is poised for further growth. The company serves all types of customers – from independent farmers and ranchers to Fortune 500 companies. Its product line now includes a multitude of specific pumps and dredges, many of which are custom engineered and designed for projects all over the world. Recent improvements have been made to the Glendive plant – including the addition of a 30 ton crane. New positions have been added and the number of staff has increased to about 30.

Fleming says some of this momentum has been propelled by the company's partnerships with the state of Montana. In 2005, SRS Crisafulli received a \$50,000 Workforce Investment Act Job Training Program grant from the Montana Department of Commerce. Fleming says those funds were instrumental in maintaining the Company's competitive position, recruiting and encouraging continuing education at the Dawson Community College, programs with the Montana Manufacturers Extension Center and other off-site professional training.

In 2009, the company received \$21,000 of WIRED grant funds through Job Service, Glendive, for new employee training.

Most recently, the company was awarded a Primary Sector Workforce Training Grant of \$99,225 from the Department of Commerce. Over the next two years, SRS Crisafulli will use these funds to train new and existing employees. The company plans to expand to staff to as many as 50 within 6 years.

Fleming says recruiting will start soon and Montanans are strongly encouraged to apply.

"We are always looking to reach people who have moved away and are interested in coming home. This is definitely a pool we are interested in," said Fleming.

"I think rural communities are awesome. Glendive is a place of great strength."



## Primary Sector Workforce Training Grant Program

Primary Sector Workforce  
Training Grant (WTG)  
Ph: 406-841-2744  
Email: [nguccione@mt.gov](mailto:nguccione@mt.gov)  
Program Website: [wtg@mt.gov](http://wtg@mt.gov)



Nancy Guccione  
Section Manager



Centene Corporation

Current Available Funding  
**\$2.4 Million**

Centene is a medical claims processing corporation awarded \$480,700 in 2008 to hire and train 100 new employees over a three year period, and will provide \$2,420,000 in matching funds. Centene opened its offices in Montana in 2004 and constructed a new facility in 2006; the second floor of that facility is being modified to accommodate 100 more employees. A cost-competitive daycare facility was opened onsite. At the time of application Centene employed 110 in Great Falls.

### STATE TRIBAL ECONOMIC DEVELOPMENT COMMISSION (STEDC)

In 1999, the Montana Legislature passed HB 670, which established the State Tribal Economic Development Commission. The commission is tasked with conducting a comprehensive assessment of the economic needs and priorities of each reservation and providing recommendations for accelerating economic development on these reservations.

The goal of the commission is to work with Native Americans to expand economic development opportunities on each of the seven reservations in partnership with tribal governments and the federal government.

#### Program Contact:

Phone: 406-841-2821

Email: [jsmith@mt.gov](mailto:jsmith@mt.gov)

Website: <http://tribal.mt.gov/default.mcpix>



Jason Smith

State Tribal Economic  
Development Program  
Manager

## Indian Country Economic Development Program

Indian Country Economic Development (ICED) Program  
Phone: 406-841-2775  
Email: [hsobrepna@mt.gov](mailto:hsobrepna@mt.gov)  
Website: <http://iced.mt.gov/default.mcpix>



Little River Smokehouse



Heather Sobrepena-George  
Program Manager

In 2009, the **Fort Belknap Indian Community** utilized \$70,000 in ICED funds to expand operations at the Little River Smokehouse. This tribal enterprise processes raw and processed bison and beef products in partnership with the Little Rockies Meat Packing Plant. As part of their award, the Little River Smokehouse collaborated with the Montana Department of Commerce's B2B (Business-to-Business) Marketing Assistance program (formerly known as the Montana Marketing Technical Assistance Program-M2TAP) and the MMEC to train the professional staff in cost analysis, strategic marketing plan development and the identification of product distribution channels. The award was matched with \$45,654 in building value and proposes to retain six full time employees and two 1/3 time positions.

## MicroBusiness Finance Program

MicroBusiness Finance Program (MBDC)  
Phone: 406-841-2751  
Email: [jwannebo@mt.gov](mailto:jwannebo@mt.gov)  
Website: <http://businessresources.mt.gov/MBFP/default.mcpix>

**\$931,000 currently is available to lend to certified MBDCs and other economic development organizations interested in becoming a certified MicroBusiness Development Corporation.**



Janice Wannebo  
Program Manager

The MicroBusiness Finance Program loans program funds to state-certified MicroBusiness Development Corporations (MBDCs) to establish a revolving loan fund (RLF). The RLF is used to provide loans to Montana-based businesses with less than 10 full-time employees and less than \$1million in gross annual revenue. Current state certified MBDCs are: Headwaters RC&D Area, Inc. in Butte, Bear Paw Development Corporation in Havre, Great Northern Development Corporation in Wolf Point, Montana Business Assistance Connection in Helena, and Montana Community Development Corporation in Missoula. Businesses can contact these MBDC organizations if they are interested in applying for a micro-loan up to \$100,000. These MBDC organizations also provide training, technical assistance, and counseling for start-up or expansion of qualified businesses. (continued)

The MicroBusiness Finance Program recently awarded the Montana Community Development Corporation (MCDC) in Missoula an additional \$650,000 to lend to micro-businesses. MCDC has been certified as a MicroBusiness Development Corporation since 1996 and has received a total of \$1,625,000 from the program.

## Community Development Block Grant Economic Development Program

Community Development Block Grant  
Economic Development (CDBG-ED)  
Ph: 406-841-2744  
Email: [nguccione@mt.gov](mailto:nguccione@mt.gov)  
Website: [cdbged@mt.gov](http://cdbged@mt.gov)



Nancy Guccione  
Section Manager

**Current Available Funding  
\$1.4 Million**

### Flathead Valley Community College

In 2009 the City of Kalispell received a grant of \$273,945 to assist Flathead Valley Community College expand its welding and metals fabrication program. This grant will add the welding and inspection technology curriculum. Several local businesses have made commitments to interview graduates of the welding program. The college proposes to train 55 students of which 28 will be of low and moderate income.

## Montana Small Business Development Center

Montana Small Business Development Center  
Phone: 406-841-2746  
Email: [adesch@mt.gov](mailto:adesch@mt.gov)  
Website: <http://sbdc.mt.gov/default.mcp>



Ann Desch  
SBDC State Director

The Montana SBDC Bureau has applied for and received additional federal SBA funds to enhance individualized one-on-one assistance to businesses statewide. 1) The Montana Technology Innovation Partnership Program received a \$100,000 Federal and State Technology grant (FAST). This was a competitive application process that only 20 states received. The grant will be used to provide technology business consulting services to reach more firms throughout the state beyond the university research centers, targeting underserved rural areas and populations (veterans, Indians, women, and minorities); and to increase the number of SBIR/STTR grant awards to Montana companies. 2) The Montana SBDC Network received \$325,000 under the Small Business Jobs Act. The supplemental funding will be used to expand services to small businesses over the next two years and increase the SBDC impact on job creation in communities statewide. 3) The Montana SBDC received a grant of \$15,000 in collaboration with the Colorado, Arizona, and Kansas SBDCs to enhance SBDC services to Veteran businesses.

## Montana Finance Information Center

A website for information on funding sources for financing options, program websites, how to start a business, and other pertinent information:

<http://www.mtfinanceonline.com/>

Contact: Karyl Tobel  
Phone: 406-841-2732  
Email: [karylt@mt.gov](mailto:karylt@mt.gov)

## Montana Wood Products Revolving Loan Fund

Montana Distressed Wood Products Industry  
Recovery and Stabilization (WPIRS) Program

PH: 406-841-2594

Email: [cjones@mt.gov](mailto:cjones@mt.gov)

Program Website:

<http://recovery.mt.gov/commerce/wpirs/default.mcp>



Carolyn Jones  
Program Manager



Sun Mountain Lumber

Available Funding  
\$29,000

Sun Mountain Lumber in Deer Lodge, received a \$1,625,000 in EDA WPIRS funds for working capital to purchase raw materials from state, federal, and privately owned lands throughout Montana. Sun Mountain expects to create 95 positions and retain 107 current jobs.



## BSTF Planning Grant Supports Strategic Planning for Flathead County

By Alyssa Townsend-Hudders, BSTF Program Specialist

The Big Sky Economic Development Trust Fund (BSTF) Program is in the process of concluding a grant with Montana West, an Economic Development Organization that is supporting Flathead County in the creation of a strategic plan for the region. Approximately \$19,000 was funded by BSTF, in coordination with match funding and support from several stakeholders in the Flathead County: the cities of Kalispell, Columbia Falls and Whitefish along with their respective Chambers of Commerce, the Flathead County Economic Development Authority and the Glacier International Airport Authority. National consultant Eric Canada was contracted to create a comprehensive plan for the entire county, yet the report also includes specific strategic recommendations that each partner may use in the short and long term for the region. An example given as a short term strategy would include the aggressive outreach by economic development organizations (EDO) such as Montana West when targeting specific business executives that might be interested in investing in the region. The EDO would continue working with the key decision-makers to identify opportunities for the business, such as funding resources, with an active follow through until investment is made. A positive ripple effect from such active participation with the business would be the opportunity to tap into the network of contacts held by business executive who themselves have had the benefit of additional support in their business expansion or relocation.

While the strategic plan does acknowledge the quality of life and many tourism opportunities in the Flathead region, it does not focus on tourism as a major strategy for the growth and expansion of the area. In the current national and state economy, the emphasis of this report is firmly placed on 1) research that can be easily read and made available to the prospective business, 2) identifying new resources, including (continued on next page)



The Montana Department of Commerce is comprised of nine divisions:

**Business Resources**

[http://  
businessresources.mt.gov/  
default.mcpX](http://businessresources.mt.gov/default.mcpX)

**Community Development**

[http://comdev.mt.gov/  
default.mcpX](http://comdev.mt.gov/default.mcpX)

**Director's Office**

[http://commerce.mt.gov/  
do.mcpX](http://commerce.mt.gov/do.mcpX)

**Housing Division**

<http://housing.mt.gov/>

**Montana Board of Investments**

[http://  
www.investmentmt.com/](http://www.investmentmt.com/)

**Montana Facility Finance Authority**

[http://  
www.mtfacilityfinance.com/  
default.mcpX](http://www.mtfacilityfinance.com/default.mcpX)

**Montana Heritage Commission**

[http://  
montanaheritagecommis-  
sion.mt.gov/default.mcpX](http://montanaheritagecommission.mt.gov/default.mcpX)

**Montana Promotion Division**

[http://  
travelmontana.mt.gov/](http://travelmontana.mt.gov/)

**BSTF Planning Grant Supports Strategic Planning for Flathead County (continued)**

any funding sources, and creatively leveraging resources through their recent strategic partnerships between community organizations and 3) effectively branding and marketing the chosen EDO to act as a leading organization in the initiative, while understanding it is a shared initiative by all committed stakeholders.

At the start of the process, a task force was created to work with the consultant on what was needed. In response to the "One Valley, One Vision" final plan, the task force has created a request for proposal for Phase One that includes such deliverables as kiosks at the airports directed towards business owners, and signage at key locations where the targeted business executive may see them. The task force has been given the responsibility of creating an association for metal manufacturers who are already located in Flathead County that will act as a resource for potential newcomers. Finally, involved organizations will act as distributors of marketing materials, and business resource center satellites are in negotiation for towns who ask for them, such as Whitefish.

**Big Sky Economic Development Trust Fund Program**

Big Sky Economic Development Trust Fund (BSTF) Program

PH: 406-841-2792

Email: [anelson@mt.gov](mailto:anelson@mt.gov)

Program Website:

<http://businessresources.mt.gov/BSTF/default.mcpX>



**Angela Nelson**  
Program Manager



**St. Luke Community Hospital**

**Available Funding**  
Approximately \$2.1 million in funding is available annually, please contact program staff for funding availability.

In 2007 a \$187,500 grant was awarded to the City of Ronan to assist with the costs of infrastructure impacts the major hospital expansion had on the city. The hospital agreed to pay 25 hospital jobs at least \$12.40 per hour, excluding benefits. The award will support the creation of a total of 30 jobs over the next several years.

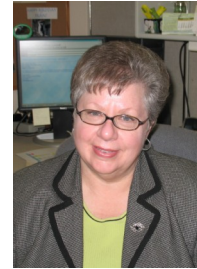
## Certified Regional Development Corporations

Certified Regional Development Corporations

Phone: 406-841-2736

Email: [fviereck@mt.gov](mailto:fviereck@mt.gov)

Website: <http://businessresources.mt.gov/CRDC/default.mcp>



**Fran Viereck**  
Program Manager

Did you know that the Certified Regional Development Corporations (CRDC) program is an outcome of the 2003 legislative session? CRDCs focus on a regional approach to economic development in our state. That regional approach centers on capacity building. Core CRDC activities include strategic planning, revolving loan fund management, business technical assistance and the application and management of state and federal grant funds. At this time, there are twelve CRDCs in our state. Statutorily, twelve is the very maximum number of entities that can be called CRDCs. CRDCs provide professional economic development services to 54 of Montana's 56 counties. Some rural counties would not have economic development services without CRDCs. Here is a list current of CRDCs and the counties they serve:

**Bear Paw Development Corporation**, Hill, Blaine, Liberty, Chouteau and Phillips

**Beartooth Resource Conservation and Development**, Big Horn, Carbon, Stillwater, Sweet Grass, Yellowstone

**Eastern Plains Resource Conservation and Development**, Carter, Dawson, Fallon, Prairie and Wibaux

**Great Northern Development Corporation**, Daniels, Sheridan, Valley, Roosevelt, McCone and Garfield

**Headwaters Resource Conservation and Development**, Deer Lodge, Beaverhead, Granite, Jefferson, Madison, Powell and Silver Bow

**Lake County Community Development**, Lake, Lincoln, Mineral and Sanders

**Missoula Area Economic Development**, Missoula and Ravalli

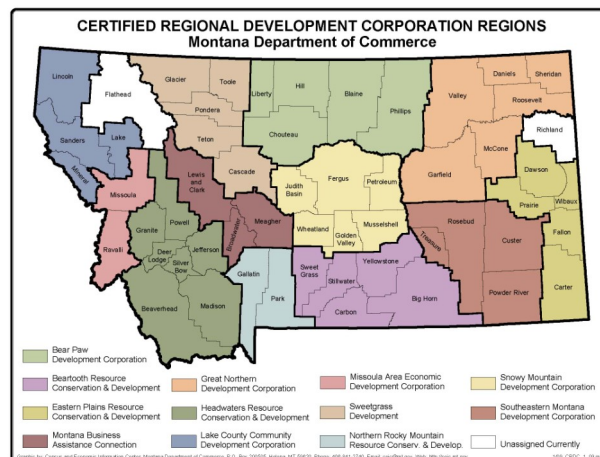
**Montana Business Assistance Connection**, Broadwater, Lewis and Clark and Meagher

**Northern Rocky Mountain Resource Conservation and Development**, Gallatin and Park

**Snowy Mountain Development Corporation**, Fergus, Petroleum, Judith Basin, Musselshell, Golden Valley and Wheatland

**Southeastern Montana Development Corporation**, Custer, Powder River, Rosebud and Treasure

**Sweetgrass Development**, Cascade, Glacier, Pondera, Teton and Toole



## Montana Board of Research and Commercialization Technology

PH: 406-841-2760

Email: [ddesch@mt.gov](mailto:ddesch@mt.gov)

Website: <http://businessresources.mt.gov/MBRCT/default.mcpix>



Bacterin International

**AVAILABLE FUNDING**  
**\$1,275,000 Annually**



**Dave Desch**  
**Executive Director**

The purpose of the MBRCT program is to provide a predictable and stable source of funding for research and commercialization projects in Montana. This highly competitive program encourages economic development through investment of grants in research and commercialization projects with a clear path to commercialization. Eligible applicants are Montana-based research and commercialization centers, statutorily defined as the campuses of the University of Montana or Montana State University, tribal colleges, colleges of technology, community colleges, agricultural research centers, or private laboratories or research centers.

MBRCT assisted Bacterin International, Belgrade, in the development and commercialization of an allograft based bone void filler for surgical bone grafting applications. MBRCT's \$165,974 research grant was essential to the concept development and preclinical studies of a Class II medical device. The OsteoSelect™ product is used during surgical applications to induce bone formation at the graft site. It is the first tissue-based medical device approved and marketed by Bacterin International, has generated over \$1 million in sales revenue since its introduction in 2010 and has been responsible for the creation of six full-time jobs at the company. Bacterin is a Montana-grown company and many of its employees are Montana residents and/or graduates of Montana schools.



### **Other Business Assistance Programs**

Indian Equity Fund (Grant assistance to Native American owned businesses.)

Contact: Philip Belangie

Phone: 406-721-3663

Email: [pbelangie@mt.gov](mailto:pbelangie@mt.gov)

Website: <http://entrepreneur.mt.gov/default.mcpix>

Small Business Development Center (Technical assistance to businesses)

Contact: Ann Desch

Phone: 406-841-2746

Email: [adesch@mt.gov](mailto:adesch@mt.gov)

Website: <http://sbd.c.mt.gov/default.mcpix>

Made in Montana Program (Promotion of authentic Montana products)

Contact: Shari Hunter Brownlee

Phone: 406-841-2757

Email: [madeinmontana@mt.gov](mailto:madeinmontana@mt.gov)

Website: <http://www.madeinmontanausa.com/>

CEIC



## Other Business Assistance Programs

Export Montana (Helps Montana companies compete globally)

Contact: Sara Warren

Phone: 406-841-2754

Email: [exportmontana@mt.gov](mailto:exportmontana@mt.gov)

Website: <http://exportmontana.com/default.mcp>

Census and Economic Information Center (U.S. Census 2010 data and economic information)

Contact: Mary Craigle

Phone: 406-841-2739

Email: [mcraigle@mt.gov](mailto:mcraigle@mt.gov)

Website: <http://ceic.mt.gov/index.asp>

Main Street Program (Revitalize downtown commercial districts)

Contact: Julie Burk

Phone: 406-841-2756

Email: [jburb@mt.gov](mailto:jburb@mt.gov)

Website: <http://mtmainstreet.mt.gov/default.mcp>

Montana Technology Innovation Partnership (Technical assistance and education for Montana's innovators)

Contact: Ann Desch

Phone: 406-841-2746

Email: [adesch@mt.gov](mailto:adesch@mt.gov)

Website: <http://mtip.mt.gov/default.mcp>

Broadband Program (Broadband mapping and planning)

Contact: Chad Hultin

Phone: 406-841-2875

Email: [chultin@mt.gov](mailto:chultin@mt.gov)

Website: <http://recovery.mt.gov/commerce/broadband/default.mcp>



*Montana Department of Commerce*

*Helena*



**Spring Workshops for CDBG-ED, BSTF, and WTG economic development project administration will occur next spring. Dates to be announced.**